



# REQUEST FOR PROPOSALS (RFP)

FOR THE PURCHASE AND DEVELOPMENT OF CITY-OWNED PROPERTY  
SITES: HIGHLAND COMMUNITY

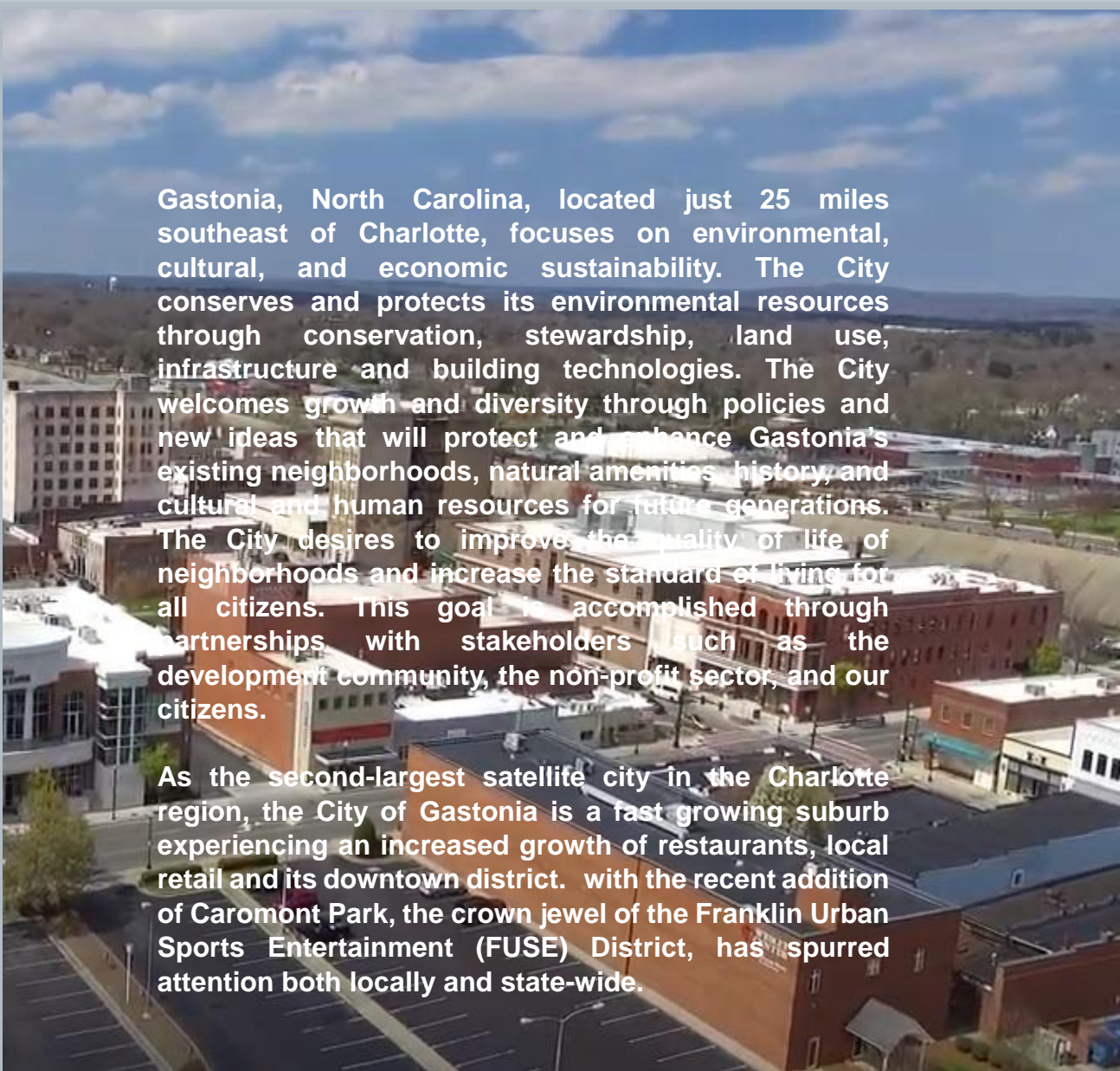


City of Gastonia









Gastonia, North Carolina, located just 25 miles southeast of Charlotte, focuses on environmental, cultural, and economic sustainability. The City conserves and protects its environmental resources through conservation, stewardship, land use, infrastructure and building technologies. The City welcomes growth and diversity through policies and new ideas that will protect and enhance Gastonia's existing neighborhoods, natural amenities, history, and cultural and human resources for future generations. The City desires to improve the quality of life of neighborhoods and increase the standard of living for all citizens. This goal is accomplished through partnerships with stakeholders such as the development community, the non-profit sector, and our citizens.

As the second-largest satellite city in the Charlotte region, the City of Gastonia is a fast growing suburb experiencing an increased growth of restaurants, local retail and its downtown district. With the recent addition of Caromont Park, the crown jewel of the Franklin Urban Sports Entertainment (FUSE) District, has spurred attention both locally and state-wide.

## Highland Neighborhood

The Highland Community is located within walking distance of Gastonia's developing downtown. The neighborhood demographics and character are quickly changing. Staff initiated efforts in late 1990s and early 2000s to alleviate blighted conditions by means of acquisition, demolition, clearance and new construction. Due to the economic downturn in 2008, planning and development were halted. Over the past few years, activities resumed and resulted in some infill construction of new, higher priced homes.

The Highland community is uniquely positioned to deliver innovative housing options in a tight housing market in which supply is not meeting the demand. The City intends to use appropriate means of property transfer for the purpose of affordable housing. Housing and Community Engagement staff will coordinate with the City's Legal Department in determining the appropriate disposition method under state statutes.

### Project 1: Allison Avenue/Grace Street

#### A. Allison Avenue – 4 parcels

#### B. Grace Street 3 parcels

|                |                 |            |                 |                 |
|----------------|-----------------|------------|-----------------|-----------------|
| Address        | 320 Allison Av. | No address | 308 Allison Av. | 306 Allison Av. |
| Real Estate ID | 101326          | 221270     | 221272          | 101321          |
| Size           | 0.23 acres      | 0.23 acres | 0.23 acres      | 0.23 acres      |
| Tax Value      | \$10,000        | \$10,000   | \$10,000        | \$13,530        |

|                |               |               |               |
|----------------|---------------|---------------|---------------|
| Address        | 663 Grace St. | 657 Grace St. | 651 Grace St. |
| Real Estate ID | 218501        | 218502        | 218503        |
| Size           | 0.11 acres    | 0.12 acres    | 0.12 acres    |
| Tax Value      | \$7,190       | \$7,840       | \$10,000      |

### Project 2: North York Street/Beatrice Costner

#### A. North York Street – 3 parcels

#### B. Beatrice Costner -2 parcels

|                |               |               |                  |                  |
|----------------|---------------|---------------|------------------|------------------|
| Address        | N York Street | N York Street | Beatrice Costner | Beatrice Costner |
| Real Estate ID | 215925        | 215927        | 103886           | 103887           |
| Size           | 0.73 acres    | 0.20 acres    | 0.31 acres       | 0.12 acres       |
| Tax Value      | \$12,980      | \$3,000       | \$12,500         | \$12,500         |

### Project 3: W. Davidson Avenue/Jefferson Avenue

#### A. Davidson Avenue-1 parcel

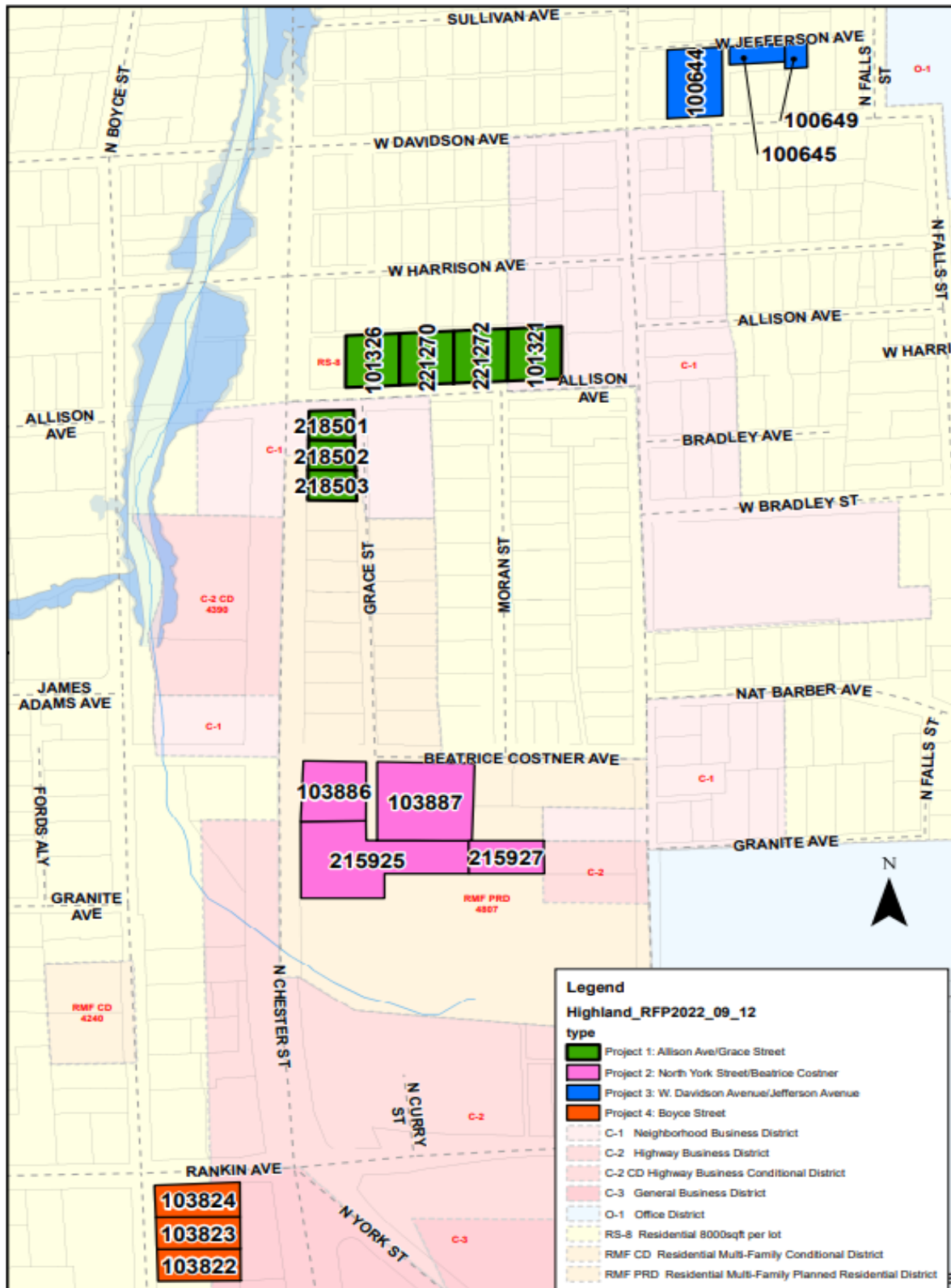
#### B. Jefferson Avenue-2 parcels

|                |                    |                        |                      |
|----------------|--------------------|------------------------|----------------------|
| Address        | W. Davidson Avenue | 213 W Jefferson Avenue | 209 Jefferson Avenue |
| Real Estate ID | 100644             | 100645                 | 100649               |
| Size           | 0.31 acres         | .08 acres              | .05                  |
| Tax Value      | \$10,000           | \$7,500                | \$7,500              |

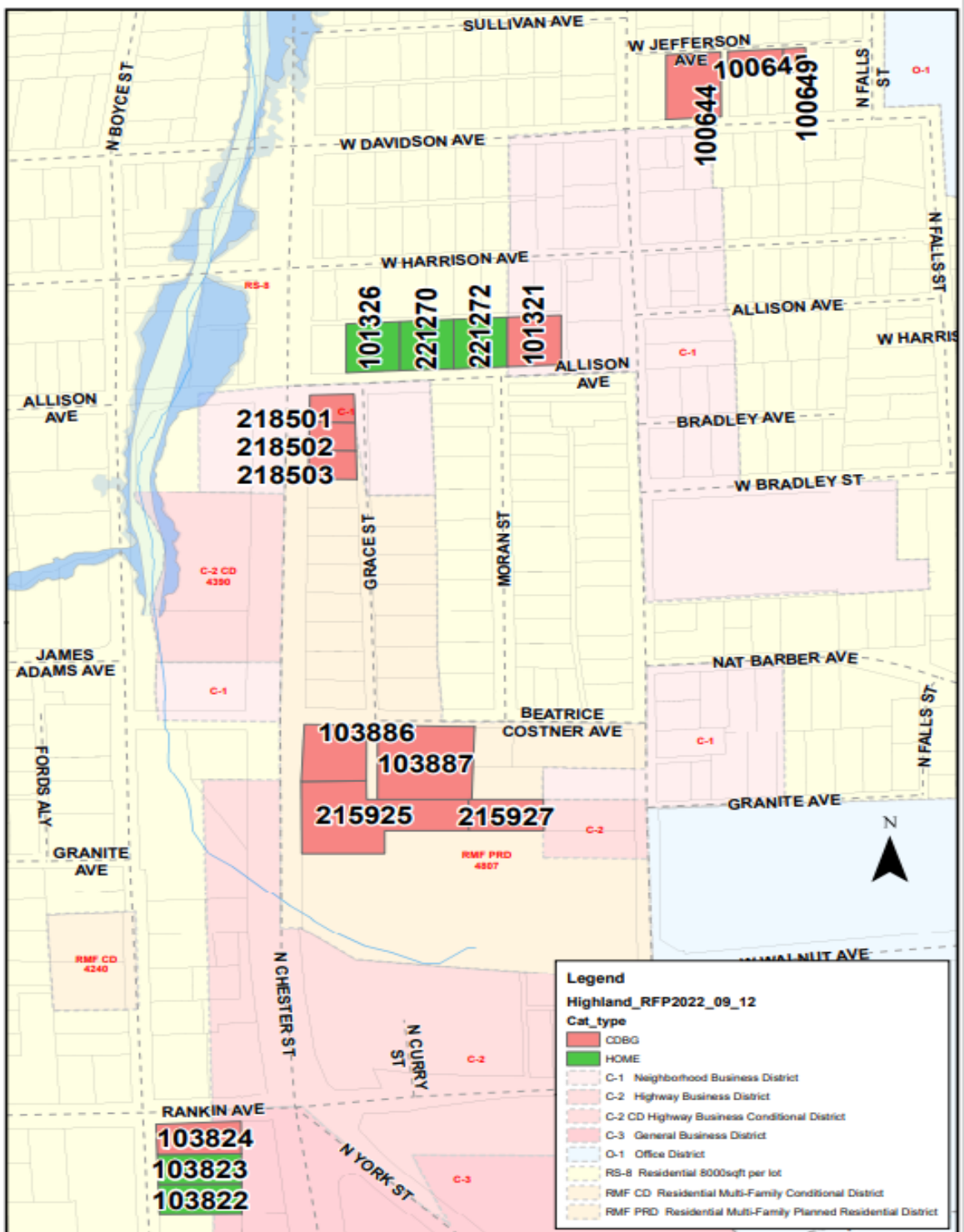
### Project 4: Boyce Street – 3 parcels

|                |                |                |                |
|----------------|----------------|----------------|----------------|
| Address        | N Boyce Street | N Boyce Street | N Boyce Street |
| Real Estate ID | 103824         | 103823         | 103822         |
| Size           | 0.23 acres     | 0.22 acres     | 0.22 acres     |
| Tax Value      | \$10,000       | \$10,000       | \$10,000       |

MAP 1: Available parcels by project



## MAP 2: Federal Funds used to acquire parcels





## Site Development Opportunity

The City of Gastonia seeks innovative affordable housing development concepts for multiple scattered site City-owned properties located on the northern edge of downtown Gastonia. Developers should develop the highest and best use for the property and consider various housing types to include multi-family housing such as duplexes, triplexes and the like. The Housing and Community Engagement Department is issuing this Request for Proposals (RFP) to gauge the type of demand for the various sites. For-profit and non-profit developers are encouraged to submit a Request for Proposals. In addition, the City would like to encourage interested parties to assess the site and propose its highest and best use. It is important to note that interested parties should consider all relevant City sponsored plans and the City's mission to improve the quality of life for Gastonia's low- and moderate-income residents.

## Zoning

The available sites are in an older part of the City; therefore, due diligence is recommended as it relates to zoning, utilities, stormwater, and historic preservation. The surrounding land uses are predominately residential however, there is some diversity which may provide interested parties a range of options for the site(s).

## Subject Properties

All sites are within 1 mile and easily accessible to Interstate-85. Located to the west of North Chester Street (US Highway 321) is Erwin Community Park. The park has a recreational facility, pool, splash pad, basketball courts, walking track and children's playground equipment within the park. Other uses within a one-block radius of the site include a magnet school, multi-family development, older single-family homes and new construction single-family homes. It is important to note all sites are within walking distance of the Gastonia Transit Route.

## Condition of the Site

All lots are cleared and have access to paved public streets as well as access to city water and sewer. Applicants should also be familiar with all applicable stormwater regulations. Applicants are expected to have examined the subject property to understand existing site conditions. Interested parties should note the following in their submissions: grading, slope stabilization (if any), curb and gutter, sidewalks, parking, utilities, and stormwater.

## City Goals

### Income Targeting and Income-Mix

Interested parties should provide scenarios of approaches they have taken or will take related to the income mix of the proposed project. The income mix should describe at minimum providing 51% of the units for affordable housing (i.e. 80% AMI and below). In addition, the description should be specific about the actual income targeted within the affordable units.

## Long-Term Affordability

Long-term affordability is a high priority for City Council and City staff. A typical tax-credit project provides 20-30 years of affordability. The expectation is not necessarily this long; however, interested parties should use this time frame as a guide.

## Density and Land Use

The zoning associated with each site ultimately determines how dense the development will be. Interested parties should provide scenarios utilizing maximum density on the site. In addition, there should be consideration given related to parking requirements, open space, stormwater, and amenities.

## Neighborhood Character

The Highland sites are unique because the surrounding buildings are diverse in character. Interested parties should use historical context as well as the current nature of construction to propose residential units that blend in with the Highland neighborhood. Additionally, there is an expectation that the materials used in the development will stand the test of time.

## Process for Developing the Site

The City will utilize the following process to select a developer for the *Highland Community* projects.

### Request for Proposals

The Request for Proposals (RFP) method will be used to solicit responses from interested parties. The Request for Proposals (RFP) received in response will be evaluated and ranked by a City review committee against the criterion set forth in the RFP. The review team will recommend a proposal to City Council which will make the final selection of the development proposal. After approval by City Council, the selected developer and the City will enter into negotiations on the final terms of the agreement. **The City reserves the right to reject any and all responses to this RFP.**

## Submittal Requirements

The minimum requirements (Step 1 of the process) are as follows:

### 1. Cover Letter

Include an executive summary that clearly outlines the overall capability of the development team, any developer partnerships for the project and briefly summarizes its ability to design, construct, and manage the project. The Cover Letter, no more than two pages long, should be signed by the principal of the lead development team for the project indicating his or her authority to submit the response on behalf of the development team(s).



## 2. Experience

- a. Primary contact's name and contact information, including e-mail address of primary contact;
- b. Description of the proposed legal structure of the team (i.e., joint venture, partnership, etc.);
- c. Development experience with comparable projects, including dates, nature of involvement (management and/ or implementation), target audience, size and scope, design concepts, and
- d. Brief summary of key participant qualifications and the role of each.

## 3. Project Understanding

A written description of the proposed development concept, highlighting the features that would benefit low- to moderate-income residents of the area, and provide unique assets to both the surrounding residents and the neighborhood. The description should clearly state the following:

1. The type of income targeting for each unit
2. The proposed affordability period/s
3. The type of proposed construction and how it is maximizing density;
4. Description of building(s): construction type, materials, number of stories, proposed height, general bulk and dimensions.
5. Description of how the building(s) would relate to the surrounding architecture.
6. Preliminary elevations.
7. An estimated development schedule that specifies key milestones such as: obtaining financing, permit application construction commencement, completion, and opening.

## Submittal Instructions

Proposals must be enclosed in an envelope or package and clearly marked with the name of the submitting company, and the RFP Title, *Highland Community*.

### **Proposers must submit:**

- A. One (1) signed original;
- B. One (1) electronic version of the signed proposal and;
- C. Three (3) copies of proposal.

The electronic version of the Proposal must be submitted as a viewable and printable Adobe Portable Document File (PDF). Both hard copy and electronic versions must be received by the City on or before the RFP due date and time provided in the Schedule below. **Proposals received after the RFP due date and time will not be considered nor accepted for any reason whatsoever and will be returned unopened to the return address on the submission envelope or package. Any incomplete proposal may be eliminated from competition at the discretion of the City of Gastonia. The City reserves the right to reject any or all proposals for any reason and to waive**

**any informality it deems in its best interest.** If the Firm elects to mail in its response, the Firm must allow sufficient time to ensure the City's proper receipt of the package by the time specified in the Schedule. Regardless of the delivery method, it is the responsibility of the Firm to ensure that their response arrives at the designated location specified in this Section by the due date and time specified in the Schedule.

## Schedule

The City intends to proceed in accordance with the schedule noted below. The City reserves the right to alter the schedule at any point in the process but agrees to provide adequate notice to respondents should the schedule be amended.

|                              |   |
|------------------------------|---|
| <b>FRI 03/17/2023</b>        | <p><b><u>Request for Proposals</u></b><br/>Request for Proposals will be published in the local newspaper, the Gaston Gazette, <a href="https://Gastongazette.com">https://Gastongazette.com</a>, on the City of Gastonia website, <a href="https://cityofgastonia.com">https://cityofgastonia.com</a>, the North Carolina Department of Administration website, <a href="https://ncadmin.nc.gov/businesses/historically-underutilized-businesses-hub">https://ncadmin.nc.gov/businesses/historically-underutilized-businesses-hub</a>, and other available websites as necessary to provide equitable opportunity to publicize this opportunity.</p> |
| <b>THU 3/30/2023 4:00 PM</b> | <p><b><u>Last day to accept written questions</u></b><br/>Questions concerning the RFP document or interpretations should be submitted by Thursday, March 30, 2023 at 4:00 PM deadline, and be emailed to <a href="mailto:Quentinm@cityofgastonia.com">Quentinm@cityofgastonia.com</a>. The subject line should contain "Highland Community".</p>   |
| <b>WED 4/05/2023</b>         | <p><b><u>City's written response to questions</u></b><br/>Responses will be sent out no later than Wednesday, April 5, 2023.</p>  |
| <b>THU 5/4/2023 4:00PM</b>   | <p><b><u>Proposals Due</u></b><br/><b>RFP submissions are due on Thursday, May 4, 2023, by 4:00 PM.</b> Please label all proposal submissions "Highland-Community" and submit to:</p> <p style="text-align: center;"><b>ATTN: Quentin T. McPhatter, Assistant City Manager</b><br/>City of Gastonia<br/>c/o Housing and Community Engagement Department<br/>150 S. York Street<br/>PO Box 1748<br/>Gastonia, NC 28052</p>   |
| <b>Mid to Late May 2023</b>  | <p>City staff will complete a review of the proposal submissions and notify applicants.</p>   |

## Communication

All communications of any nature regarding this RFP with any City staff, elected City officials, evaluation committee members, are strictly forbidden from the time the solicitation is publicly posted until award. Questions must be submitted in writing to the project contact prior to the deadline provided in the Schedule. Violation of this provision may result in the firm's proposal being removed from consideration.

## Ownership of Documents

All proposals and supporting materials, as well as correspondence relating to this RFP, shall become the property of the City. The content of all submittals will be held confidential until the selection of the firm is made. Proposals will be reviewed by the Evaluation Team, as well as other City staff and members of the general public who submit public record requests. Any proprietary data must be clearly marked. In submitting a Proposal, each Prospective Proposer agrees that the City may reveal any trade secret materials contained in such response to all City staff and City officials involved in the selection process and to any outside consultant or other third party who serves on the Evaluation Team or who is hired by the City to assist in the selection process. The City reserves the right to retain all proposals submitted and to use any ideas in a proposal regardless of whether that proposal is selected. Submission of a proposal indicates acceptance by the Proposer of the conditions contained in this Request for Proposals. Proposals marked entirely as "confidential", "proprietary", or "trade secret" will be considered nonresponsive and will be removed from the evaluation process.